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COUNTRY

International

SUBJECT

Chicago World Trade Conference

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1. Among the foreign visitors at the Chicago World Trade Conference were: Dmitri I Kostyukhin, Commercial Counsellor of USSR Embassy in Washington, DC; Georgi V Doronin, First Secretary of USSR Embassy in Washington, DC; Jaroslav Mercle, Acting Commercial Attache, Czechoslovak Embassy, Washington, DC; Antonio Santos Mendonca, Founder and Secretary of the Comercia dos Estados Unidos da America do Norte em Portugal, Rua Rodrigues Sampaio, 21-4, Lisboa, Portugal, Executive Director of Associacao Industrial Portuguesa, General Meeting Secretary of Associacao Commercial de Lisboa, Managing Partner of Santos Mendonca, Lda, Agents for Chemical and Metal Works, Managing Partner of Pinto & Vasconcelos, Lda, Agents for general produce, Member of Rotary Club of Lisboa.
2. In sharp contrast with the behavior at the 1954 conference of USSR Commercial Attache, N Gregoriev, who mingled and talked rather freely, quoting extensively from a little black note book filled with quotations from Lenin, Stalin, and other Soviet commercial experts, the two 1955 representatives parried most significant questions with the stock reply that they were "businessmen and not politicians". The Czech representative was a bit difficult and unpleasant at times, and displayed a supercilious attitude. The Portuguese participant named above spoke briefly on the program and managed to drum up some new interest in Portuguese-US trade relations.

[Available in CIA Graphics Register is a photograph of L Dmitri I Kostyukhin (left), Commercial Counselor and R Georgi V Doronin, First Secretary to USSR Embassy in US.]

[Available in CIA Library are copies of the following conference literature:

Program and Attendance Record listing participants.

Text of conference addresses of foreign interest:

"Markets in the Middle East and North Africa" by Francis A Kettaneh, Senior Partner in FA Kettaneh (Kettaneh Freres), Beyrouth, Lebanon. A rather comprehensive thumb nail sketch of economic and commercial aspects current in Iran, Turkey, Iraq (particularly optimistic), Syria, Lebanon, Jordan, Kuwait, Saudi Arabia, Egypt, Libya, and Morocco, explaining why the US is "steadily losing out on world

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markets to very fierce but intelligent foreign competition" and explaining why a very old Arabic proverb has been changed to read, "Beware of Americans Bearing Gifts".

"A Sketch of Business Conditions in Asia and the Pacific Areas", by Walter J Kelly, Vice President of Muller and Phipps (Asia) Limited, New York, NY, covers a businessman's impression of local economic conditions and export market possibilities in Japan, South Korea, Taiwan, Hong Kong, The Philippines, Thailand, Malaya, Indonesia, Burma, Ceylon and India, presenting a spotted picture of favorable and unfavorable factors.

"A Panorama of World Affairs", by Edgar Ansel Mowrer, Foreign News Analyst. Rather hackneyed and superficial viewpoint, but well received, indicating agreement.

"Latin America, Coming Up!", by Raymond A Wolff, President of Wolff International, Inc, Milwaukee, Wisconsin. Usual exposition of importance of this market and advocacy and explanation on three-way trade.

"Our Competitive Allies", by Richard Olson, Executive Vice President of Sunstrand International Corporation, Rockford, Illinois. Excellent analysis of competitive situation existing in Europe today, suggesting advisability of licensing, local manufacturing and investing techniques in some fields and areas.

"Free Trade or Protection?", by Charles H Percy, President of the Bell & Howell Company, Chicago, Illinois. An extremely able exposition of the position of the free trader by the head of the one company of the 85 members of the National Association of Photographic Manufacturers which is not "protectionist", developing the theme that is actually the protectionist who is the "theorist", the free trader the realist.7

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